

Visit	Place	Date	Activity	Purpose	Participants	ASU Members
1	Port of Guaymas	8/11-12/2005	Meeting with Jose Luis Iberri, Guaymas Port Director	Establish the agenda for the visit and to identify the appropriate people from the Port of Guaymas to talk with them.	Jose Luis Iberri, Guaymas Port Director	J. Rene Villalobos, Omar Ahumada and Gerardo Trevino
			Meeting with Key Operational Personnel of the Port	Learn details of the operations of the port, in particular those related to the movement of cargo to, within and from the port.	Jose Luis Iberri, Director of Port of Guaymas, Patricio Molina, Operations of Port, Mayra Velazquez, Dock operations, David Robledo, Recinto Fiscal (Free Trade Zone).	J. Rene Villalobos, Omar Ahumada and Gerardo Trevino
			Tour of Port Facilities	Obtain direct information of the conditions of the infrastructure of the Port of Guaymas.	Guillermo Von Borstel Osuna, Chris Hawley, Arizona Republic correspondent in Mexico City	J. Rene Villalobos, Omar Ahumada and Gerardo Trevino
			Visit of Switching Yard of Ferromex in Empalme and Access Road to the Port	To get a direct look of the state of the Ferromex facilities at Empalme which would be the point where the containers coming on railroad platforms would join the main Ferromex line.		J. Rene Villalobos, Omar Ahumada and Gerardo Trevino
			Meeting with Marketing Personnel of the Port	To get information on rates, marketing strategy, history and forecast of Port demand and utilization.	Guillermo Von Borstel Osuna	J. Rene Villalobos, Omar Ahumada and Gerardo Trevino
			Meeting with Engineering Personnel of the Port	To get technical information on the current infrastructure and also the technical feasibility on the full deployment of a container terminal on the Port.	Santiago Alday Soto	J. Rene Villalobos, Omar Ahumada and Gerardo Trevino

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			Working Session with the Operative/Engineering Personnel of the Port	To operational details of all the factors affecting the flow of containers through the port.	Santiago Alday Soto, Engineering, Patricio Molina, Operations of Port, Mayra Velazquez, Dock operations	Gerardo Trevino
2	Ferromex	8/12/05	Meeting with Ferromex Personnel	To make an initial contact with Ferromex and to get information about the operation of the railroad service between Guaymas and Nogales.	Rogelio Rogel, Marketing Director for the Northwest region, Ferromex	J. Rene Villalobos and Omar Ahumada
			Meeting with personnel of Vejar Custom Brokers	To make an initial contact with Vejar Custom Brokerage Agency and to get information historical information of the use of the Port, the main users and operational data.	Javier Valdez, Director of Custom Brokerage Division, Gabriel Vejar, Director of Maritime Agency Division	J. Rene Villalobos, Omar Ahumada, Gerardo Trevino
3	Puerto Nuevo (Tucson)	8/26/2005	Meeting Augustine Garcia and Al Altuna	Learn the general plan for Puerto Nuevo and the studies carried out to develop it.		J. Rene Villalobos, Omar Ahumada, Gerardo Trevino
4	Burlington Northern Santa-Fe (BNSF) facilities in Glendale, AZ	8/31/2005	Tour	Learn about the operation of the terminal and the equipment used.		J. Rene Villalobos and Omar Ahumada
5	Soft Landing	9/3/2005	Meeting with Luis Lugo	The meeting was scheduled to follow up on the information that the <i>Secretaría de Economía</i> was to provide for the study.		J. Rene Villalobos and Octavio Sanchez
6	Transportes Pitic	9/3/2005	Meeting with Jorge Cons General Director of Transportes Pitic	Obtain the average travel information for the Pitic fleet going directly from Guaymas to Nogales.		J. Rene Villalobos, Omar Ahumada, Gerardo Trevino and Octavio Sanchez

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7	Port of Guaymas	9/4/05	Meeting with Personnel of the Port of Guaymas	Review some of the details for the operation of the container terminal.	Guillermo Von Borstel Osuna, Jose Luis Iberri, Santiago Alday, Patricio Molina y Lorenzo Cabanillas	J. Rene Villalobos, Omar Ahumada, Gerardo Trevino and Octavio Sanchez
			Meeting with Gabriel Vejar and Gabriel Vejar Jr.	Talk about the requirements of a dedicated corridor from the Port of Guaymas to Tucson and discuss the main research in terms of demand planning that there still need to be done.	Jose Luis Iberri	J. Rene Villalobos and Omar Ahumada
8	Port of Long Beach and Ensenada	9/9-10/2005	Meeting with Thomas Poe	Talk about the different projections for growth in the Port of Long Beach and the organization of both Ports.	Don Snyder	Rene Villalobos, Omar Ahumada, Gerardo Trevino and Octavio Sánchez
			Brief tour of the infrastructure of the Port.	Understand the operations in the container terminal and look at them in real life.	Thomas Poe and Don Snyder	Rene Villalobos, Omar Ahumada, Gerardo Trevino and Octavio Sánchez
			Meeting with Carlos Jauregui, Director of the Port of Ensenada	Obtain information about port infrastructure, demand and operations.		Rene Villalobos, Omar Ahumada, Gerardo Trevino and Octavio Sánchez
			Tour around the Container Terminal	Document the procedures followed in the container yard.		Rene Villalobos, Omar Ahumada, Gerardo Trevino and Octavio Sánchez
9	Ferromex	9/23/05	Meeting with Rogelio Rogel, Marketing Director for Ferromex	Talk about the potential demand for containers in the region.	Manager for Imex Intermodal Terminal	Rene Villalobos, Omar Ahumada, Gerardo Trevino and Octavio Sánchez
			Meeting with Joaquin Rojo, Director of Operations for Ferromex	Learn details of the operations from Ferromex.		Rene Villalobos, Omar Ahumada, Gerardo Trevino and Octavio Sánchez

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10	Mariposa Port of Entry	9/29/2005	Meeting with Lt. Doug Holler, Area Manager of ADOT at the Mariposa Port or Entry	Understand the process followed by the trucks once they arrive to the border and to gather information necessary for the simulation of the Port of Entry.		J. Rene Villalobos and Octavio Sanchez
11	Port of Tucson	10/14/2005	Meeting with Alan Levin, Owner of the Port of Tucson	Brief assessment of the capabilities and demand of the Port of Tucson.	Al Altuna from the Tucson-Mexico Office	Omar Ahumada and Octavio Sanchez
12	Tucson Yard	10/14/2005	Visit to the UP Office in Tucson	Schedule a meeting with Union Pacific.	Al Altuna from the Tucson-Mexico Office	Omar Ahumada and Octavio Sanchez
13	Ferromex	10/21/2005	Meeting with Joaquin Rojo, Director of Operations for Ferromex	Visual inspection of the railway between Hermosillo and Guaymas.	Rogelio Rogel	J. Rene Villalobos and Omar Ahumada
			Meeting with Joaquin Rojo, Director of Operations for Ferromex	Talked about the physical and operating characteristics of the railway Enpalme-Nogales.	Rogelio Rogel	J. Rene Villalobos and Omar Ahumada
14	Arizona-Sonora Presentation	12/2/2005	Presentation at the Arizona-Mexico Commission.	Present preliminary findings and receive feedback from the Arizona-Mexico Comission.	Arizona-Mexico Commission, TAC Members, general public	J. Rene Villalobos, Omar Ahumada and Octavio Sanchez
15	Union Pacific	1/5/2006	Meeting with Bob Naro, Vice President Mexico Operations	Interview Bob Naro about the position of Union Pacific (UP) on the service to containers coming out of Guaymas.	Joaquin Rojo de la Vega, Ferromex	J. Rene Villalobos, Arnold Maltz and Omar Ahumada
16	CBP Tucson	2/8/2006	Meeting with Scott Williams, Teen Klump and Brian Sweeney	Review the assumptions of the simulation for the Mariposa POE, validate the results obtained and request permission to physically inspect the facilities of Mariposa and Deconcini.		J. Rene Villalobos, Octavio Sánchez and Omar Ahumada